

```

?save temp
Temp SearchSave "TD019" stored
?show files; ds
File 15:ABI/Inform(R) 1971-2003/Jul 08
      (c) 2003 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2003/Jul 08
      (c) 2003 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2003/Jul 08
      (c) 2003 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
      (c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2003/Jul 08
      (c) 2003 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2003/Jul 08
      (c) 2003 The Gale Group
File 9:Business & Industry(R) Jul/1994-2003/Jul 04
      (c) 2003 Resp. DB Svcs.
File 20:Dialog Global Reporter 1997-2003/Jul 08
      (c) 2003 The Dialog Corp.
File 476:Financial Times Fulltext 1982-2003/Jul 08
      (c) 2003 Financial Times Ltd
File 610:Business Wire 1999-2003/Jul 08
      (c) 2003 Business Wire.
File 613:PR Newswire 1999-2003/Jul 08
      (c) 2003 PR Newswire Association Inc
File 624:McGraw-Hill Publications 1985-2003/Jul 07
      (c) 2003 McGraw-Hill Co. Inc
File 634:San Jose Mercury Jun 1985-2003/Jul 06
      (c) 2003 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2003/Jul 08
      (c) 2003 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
      (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
      (c) 1999 PR Newswire Association Inc
File 2:INSPEC 1969-2003/Jun W5
      (c) 2003 Institution of Electrical Engineers
File 35:Dissertation Abs Online 1861-2003/Jun
      (c) 2003 ProQuest Info&Learning
File 65:Inside Conferences 1993-2003/Jul W1
      (c) 2003 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2003/May
      (c) 2003 The HW Wilson Co.
File 233:Internet & Personal Comp. Abs. 1981-2003/May
      (c) 2003 Info. Today Inc.
File 256:SoftBase:Reviews,Companies&Prods. 82-2003/Jun
      (c) 2003 Info.Sources Inc
File 474:New York Times Abs 1969-2003/Jul 07
      (c) 2003 The New York Times
File 475:Wall Street Journal Abs 1973-2003/Jul 07
      (c) 2003 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
      (c) 2002 The Gale Group

```

Set	Items	Description
S1	1115	(SORTING (S) COST???) (S) MAIL
S2	1145	(SORTING (S) COST???) (S) (MAIL?? OR MAILPIECE??)
S3	476782	(CALCULAT? OR DETERMIN?) (S) (COST???)
S4	142	S2 AND S3
S5	78	S2 (S) S3
S6	53	RD (unique items)
S7	42	S6 NOT PY >2000

```

?save temp
Temp SearchSave "TD020" stored
?

```

7/6,K/1 (Item 1 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

01521211 01-72199

USE FORMAT 9 FOR FULL TEXT

Recycling is not garbage

Oct 1997 LENGTH: 6 Pages

WORD COUNT: 3014

...TEXT: into tradable commodities.

Using this logic, the author might have taken the next step of **calculating** the economic **cost** to society when the college student makes his bed and does his dishes every day...

... makes your immediate environment cleaner while the other does the same for the broader environment. **Sorting** trash does take some extra effort, although most people find it less of a hassle than **sorting mail**, according to one consumer survey. More important, it provides a simple, inexpensive way for people...

7/6,K/2 (Item 2 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

01028606 96-77999

USE FORMAT 9 FOR FULL TEXT

Better letters

Feb 1995 LENGTH: 2 Pages

WORD COUNT: 950

...TEXT: during the address-imaging process.

Once the piece has been produced and addressed, the various **mail - sorting** strategies should be studied. The method chosen should qualify for the most advantageous discount. Postal-sort software automatically **determines** the best rate and produces the information necessary to meet USPS financial reporting and audit...

... At Moore, this information is used by clients and is input into the firm's **cost** -accounting system to reliably allocate mailing charges to the proper billing code. This can be invaluable when you're comparing in-house and outsourcing **costs** .

Don't forget the return trip

Many mailings request some action by the customer, if...

7/6,K/3 (Item 3 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00867535 95-16927

USE FORMAT 9 FOR FULL TEXT

When you're gagging on E-mail

Jun 6, 1994 LENGTH: 2 Pages

WORD COUNT: 1380

...TEXT: point where people will want to do something dramatically different.

Despite all the groaning, the **cost** of wasted time is widely distributed and unmeasured." True enough. But even a rough **calculation** shows that thousands of hours wasted **sorting E-mail** add up to big dollars.

Miller, now senior architect at Los Altos, Calif.-based Agorics...

7/6,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00566872 91-41226

MassMutual Marks \$600,000 Postage Savings in First Year of Automated Presorting

Jul 1991 LENGTH: 2 Pages

...ABSTRACT: benefited from postal discounts and postage savings of over \$600,000 in 1990. The advanced **sorting** activity also provides the additional benefit of quicker delivery due to reduced handling steps at the post office. In order to update the **mail** center with automation, MassMutual first had to identify its needs, then **determine** what equipment would perform the job **cost** -effectively. A task force developed a plan for an equipment investment of \$550,000, with a 30-month projected payback schedule. To improve in-house **sorting** capabilities, the first task, MassMutual selected the Jetstar 800 sorter from Bell & Howell Phillipsburg, a manufacturer of **sorting** and inserting systems. By implementing customized sort schemes and a 2nd sort pass, MassMutual has...

7/6,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00509299 90-35056

Money-Saving Ideas for the Profit-Minded Supervisor

Aug 1990 LENGTH: 3 Pages

ABSTRACT: Several **cost** saving ideas that can help the profit-minded manager are described. For example, the cheapest...

... safest way to deal with asbestos material sometimes is to leave it intact. A key **determining** factor is whether the possible exposure is low level or not. In most cases, blocking...

... scare. Doris Hill of Gorman & Young Inc. says that a cheaper and faster alternative for **sorting** incoming **mail** is to ask the US Postal Service to deliver **mail** separately bundled or sacked or to rent a post office box for each category if...

7/6,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00384312 88-01145

Bulk Mailing Operation Works for Wisconsin Bell

Dec 1987 LENGTH: 2 Pages

ABSTRACT: With the objective of cutting **costs** in an increasingly competitive environment and streamlining distribution, Wisconsin Bell began a new bill delivery...

... of first-class computerized manifesting, which it hopes will appeal to many other large-volume **mail** companies. Computerized manifesting can be used with various categories of **mail** : 1. first-class presort, 2. ZIP+4 presort, 3. carrier route presort, 4. non-ZIP...

...computer programs to work with the manifest system. The programs analyze each mailing address and **determine** the best **sorting** method for each piece.

7/6,K/7 (Item 7 from file: 15)

DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00359239 87-18073

Quality in Banking: The Competitive Edge
Apr 1987 LENGTH: 3 Pages

...ABSTRACT: were analyzed at other organizations as well as those offered by outside consultants. It was **determined** that quality can take the form of courteous service, meeting internal and external deadlines, **sorting mail** properly, and filling out all account and transaction forms completely and accurately. NatWest began an...

... detailed project planning books have been developed, project roles have been assigned, and budget and **cost** -benefit analyses have been performed.

7/6,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00302280 86-02694
Presort for Postage Savings
Dec 1985 LENGTH: 1 Pages

ABSTRACT: **Sorting** customer and vendor data files by ZIP Code can yield significant savings in postage. As...

... qualify for a discount of up to 5 cents per letter. The more thoroughly the **mail** is presorted, the greater the discount. The US Postal Service (USPS) will lend users ZIP...

... route information on computer tape for converting their files. A computer can be used to **determine** whether **mail** should be presorted by preparing a savings versus **cost** analysis. A mailing density analysis will indicate how much volume qualifies for First Class presorting discounts. These savings can then be applied by identifying recurring mailings, **determining** their frequency, and **calculating** the total annual savings. Presorted **mail** tends to reach its destination more quickly because of the steps eliminated at the post...

7/6,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00286689 85-27123
How to Cut Postal Costs
Aug/Sep 1985 LENGTH: 5 Pages

ABSTRACT: A working knowledge of current postal regulations can cut association mailing **costs**. Management should assume the responsibility of keeping abreast of postal regulations. The United States Postal Service (USPS) customer representative can recommend a **mail** strategy based on the organization's specific needs. Use of the appropriate class can save money and **determine** the effectiveness of a campaign. Periodicals, which are sent 2nd class, should be reviewed by...

... 8. fraternization. Nonprofit organizations can realize a potential savings of over 90% on first-class **mail**. Savings can be realized if the organization does the mail sorting by zip code. ...

7/6,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00241492 84-20052
Postal Rate Increases Deliver Latest Skirmish
Jun 14, 1984 LENGTH: 2 Pages

ABSTRACT: A postal rate increase battle is currently raging between the

direct-mail business and the newspaper industry. While direct-mail companies criticize newspapers for mailing shoppers under lower second-class rates unfairly, newspapers complain that such direct-mail firms as Advo-System benefit unfairly from 3rd class rate usage. The Postal Service insists that its labor-intensive business requires that time spent sorting mail be one of the criteria for determining mail costs. The American Newspaper Publishers Association (ANPA) disapproves of the free postal ride given Advo-System... | X

...advertising on the back. ANPA also decries the 3rd class rate structure, which allows direct-mail firms to mail up to 4 ounces of preprints for the price of one ounce. A recent antitrust...

... News Daily Press and Times Herald examined the method of allocating total market coverage (TMC) costs.

7/6,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00174631 82-16192
What Lies Behind the 9-Digit ZIP
Jun 1982 LENGTH: 4 Pages

ABSTRACT: The US Postal Service (USPS) has an unfortunate image, as mail does get lost and delayed to a greater extent than in the past. The Post ...

... be realized, because the USPS is a public service which must deliver, regardless of its costs and deficits, and must heed the public. The Postal Service has proposed a 9-digit...

...for the 5-digit ZIP code and the original 2-digit postal zone - to speed mail, keep costs down, and stay even with ever increasing volume. The 9-digit ZIP code allows automatic sorting of the item at every point en route, and is based on optical character recognition...

... reading and encoding. Congress has delayed the introduction of ZIP4 repeatedly, but the USPS is determined that it will go. Banks, the largest single user of first class mail, remain sanguine about ZIP4, although they will reap some benefits.

7/6,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:(c) 2003 ProQuest Info&Learning. All rts. reserv.

00071066 78-05379
How to Cut Costs in Your Mailroom
March 1978

ABSTRACT: With postage rates and labor costs escalating, mailroom operations are becoming an area of increased concern to management. It is an...

... to constant changes occurring within the organization itself and in the methods used for processing mail. Mailroom operations can be improved significantly by determining costs of labor, space, equipment, depreciation, maintenance, and overhead. Nine steps are recommended for improving mailroom efficiency and reducing costs: 1. analysis of the mailroom function, 2. checking the need for new equipment, 3. use of idle time between mail handling peaks, 4. proper space for an adequate job, 5. proper classification and clear-cut policy directives, 6. elimination of inefficient sorting and work methods, 7. getting the Postal Service into the act, 8. free classes and professional advice, and 9. study of outside services. If an outside mail service is considered, these questions should be asked: 1. Is tight security of the mail important? 2. Is quick

turnaround necessary? 3. Are there any really critical reasons why the...

7/6,K/13 (Item 1 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

08064112 Supplier Number: 66747407 (USE FORMAT 7 FOR FULLTEXT)
(3) Bringing the Web into Customer Management.(Bringing the Web into
Customer Management - Contact manager focuses on storefront integration
and total customer relationships)

Oct 27, 2000

Word Count: 540

... detailed information about them, setting tasks related to them,
following up on conversations and e- mail , sorting information according
to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and
then start sorting the details about the orders by pre- determined
criteria in order to start following up with your customers. Maximizer's
built-in opportunity...

...from these orders to estimate the potential revenues from specific
customers, in addition to estimating costs of fulfilling those
opportunities. (click to see larger image) The ecBuilder wizard
steps you through...

...most of them. The built-in word processor (which is reasonably good)
creates notes, e- mail and fax messages, and you can mail and fax from
Maximizer through existing e- mail and fax programs. You can create a
marketing library consisting of a variety of file...

...limited marketing campaign creator. Reports such as sales pipeline
analysis and account activity help you determine trends in order to plan
strategy, but Maximizer's reports by themselves are essentially the...

7/6,K/14 (Item 2 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

08064091 Supplier Number: 66747386 (USE FORMAT 7 FOR FULLTEXT)
(2) Bringing the Web into Customer Management.(Bringing the Web into
Customer Management - Contact manager focuses on storefront integration
and total customer relationships)

Oct 27, 2000

Word Count: 540

... detailed information about them, setting tasks related to them,
following up on conversations and e- mail , sorting information according
to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and
then start sorting the details about the orders by pre- determined
criteria in order to start following up with your customers. Maximizer's
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Maximizer through existing e- mail and fax programs. You can create a
marketing library consisting of a variety of file...

...limited marketing campaign creator. Reports such as sales pipeline
analysis and account activity help you determine trends in order to plan

strategy, but Maximizer's reports by themselves are essentially the...

7/6, K/15 (Item 3 from file: 16)
DIALOG(R)File 16: (c) 2003 The Gale Group. All rts. reserv.

08055821 Supplier Number: 66744861 (USE FORMAT 7 FOR FULLTEXT)
(2) Bringing the Web into Customer Management. (Software Review) (Evaluation)
Oct 25, 2000
Word Count: 540

... detailed information about them, setting tasks related to them, following up on conversations and e-mail, sorting information according to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and then start sorting the details about the orders by pre-determined criteria in order to start following up with your customers. Maximizer's built-in opportunity...

...from these orders to estimate the potential revenues from specific customers, in addition to estimating costs of fulfilling those opportunities. (click to see larger image) The ecBuilder wizard steps you through...

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...limited marketing campaign creator. Reports such as sales pipeline analysis and account activity help you determine trends in order to plan strategy, but Maximizer's reports by themselves are essentially the...

7/6, K/16 (Item 4 from file: 16)
DIALOG(R)File 16: (c) 2003 The Gale Group. All rts. reserv.

08023327 Supplier Number: 66731200 (USE FORMAT 7 FOR FULLTEXT)
(3) Bringing the Web into Customer Management. (Maximizer 6.0) (Software Review) (Evaluation)
Oct 20, 2000
Word Count: 540

... detailed information about them, setting tasks related to them, following up on conversations and e-mail, sorting information according to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and then start sorting the details about the orders by pre-determined criteria in order to start following up with your customers. Maximizer's built-in opportunity...

...from these orders to estimate the potential revenues from specific customers, in addition to estimating costs of fulfilling those opportunities. (click to see larger image) The ecBuilder wizard steps you through...

...most of them. The built-in word processor (which is reasonably good) creates notes, e-mail and fax messages, and you can mail and fax from Maximizer through existing e-mail and fax programs. You can create a marketing library consisting of a variety of file...

...limited marketing campaign creator. Reports such as sales pipeline analysis and account activity help you determine trends in order to plan strategy, but Maximizer's reports by themselves are essentially the...

7/6,K/17 (Item 5 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

07955907 Supplier Number: 66447868 (USE FORMAT 7 FOR FULLTEXT)
Bringing the Web into Customer Management. (Bringing the Web into Customer Management - Contact manager focuses on storefront integration and total customer relationships) (Product Information)

Oct 27, 2000
Word Count: 506

... detailed information about them, setting tasks related to them, following up on conversations and e-mail, sorting information according to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and then start sorting the details about the orders by pre-determined criteria in order to start following up with your customers. Maximizer's built-in opportunity...

...from these orders to estimate the potential revenues from specific customers, in addition to estimating costs of fulfilling those opportunities. (click to see larger image) The ecBuilder wizard steps you through...

...most of them. The built-in word processor (which is reasonably good) creates notes, e-mail and fax messages, and you can mail and fax from Maximizer through existing e-mail and fax programs. You can create a marketing library consisting of a variety of file...

...limited marketing campaign creator. Reports such as sales pipeline analysis and account activity help you determine trends in order to plan strategy, but Maximizer's reports by themselves are essentially the...

7/6,K/18 (Item 6 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

07939719 Supplier Number: 66296999 (USE FORMAT 7 FOR FULLTEXT)
Bringing the Web into Customer Management. (Maximizer 6.0 customer relationship manager) (Software Review) (Evaluation)

Oct 23, 2000
Word Count: 506

... detailed information about them, setting tasks related to them, following up on conversations and e-mail, sorting information according to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and then start sorting the details about the orders by pre-determined criteria in order to start following up with your customers. Maximizer's built-in opportunity...

...from these orders to estimate the potential revenues from specific customers, in addition to estimating costs of fulfilling those opportunities. (click to see larger image) The ecBuilder wizard steps you through...

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...limited marketing campaign creator. Reports such as sales pipeline analysis and account activity help you determine trends in order to plan strategy, but Maximizer's reports by themselves are essentially the...

7/6, K/19 (Item 7 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

07933168 Supplier Number: 66268706 (USE FORMAT 7 FOR FULLTEXT)
Bringing the Web into Customer Management. (Bringing the Web into Customer Management - Contact manager focuses on storefront integration and total customer relationships) (Software Review) (Evaluation)

Oct 20, 2000
Word Count: 506

... detailed information about them, setting tasks related to them, following up on conversations and e-mail, sorting information according to contact, priority, task type, and more. A series of wizards helps you...

...up Maximizer in the morning, check the orders from the Web site, and then start sorting the details about the orders by pre-determined criteria in order to start following up with your customers. Maximizer's built-in opportunity...

...from these orders to estimate the potential revenues from specific customers, in addition to estimating costs of fulfilling those opportunities. (click to see larger image) The ecBuilder wizard steps you through...

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...limited marketing campaign creator. Reports such as sales pipeline analysis and account activity help you determine trends in order to plan strategy, but Maximizer's reports by themselves are essentially the...

7/6, K/20 (Item 8 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

07913190 Supplier Number: 65347126 (USE FORMAT 7 FOR FULLTEXT)
Going for the green; Builders warming to environmentally friendly structures. (advantages and disadvantages)

Sept 18, 2000
Word Count: 1337

... lighting systems for the Civic Opera Building. Local utility Commonwealth Edison Co. rebated half the cost, and the new lights cut the building's electricity bills by \$42,000 per year...

...branch of the U.S. Postal Service in Reno, Nev., was designed to reduce energy costs, but ended up increasing productivity more than 8% in the mail sorting area. According to a study by the Rocky Mountain Institute, a non-profit group in...

...looks at the waste, that looks at the economics,'' says Mr. Andereck of SOM. Complicated calculation Calculating the cost and savings of going green is further complicated by available city, state and federal incentives...

...Mr. Whitfield says, owners may qualify for a federal tax credit of 10% of the cost of the system, and a five-year depreciation schedule for such equipment. In addition, Chicago...

...in five to 10 years, the picture could be dramatically different.'' Considering the difficulty of calculating the potential economic savings of going green, it's no surprise that some building owners...

...Mr. Andereck says. ``If I'm talking about a curtain wall that's going to cost \$3.5 million and I add 5% to the cost (by adding green aspects), they say, 'What are you trying to do to me?' '' Lois...

7/6, K/21 (Item 9 from file: 16)
DIALOG(R)File 16:(c) 2003 The Gale Group. All rts. reserv.

05691106 Supplier Number: 54554714 (USE FORMAT 7 FOR FULLTEXT)
Price that must be paid to move with the times.

Jan 12, 1998
Word Count: 1841

... per cent and 49 per cent can be saved, depending on volume.

Business pricing - the cost of a direct mail campaign would be calculated according to the number of items being sent and their weight, rather than working out...

...discount from the public tariff according to volume. The price would be based on a cost -plus formula reflecting Royal Mail 's overhead and the level of pre- sorting done by the mailer .

7/6, K/22 (Item 1 from file: 148)
DIALOG(R)File 148:(c)2003 The Gale Group. All rts. reserv.

10492942 SUPPLIER NUMBER: 21175025 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Physicians as Double Agents.
Sept 23, 1998
WORD COUNT: 7922 LINE COUNT: 00672

TEXT:

...Health Policy and Management, University of California, 407 Warren Hall, Berkeley, CA 94720-7360 (e- mail : shortell@uclink4.berkeley.edu)
Maintaining Trust in an Era of Multiple Accountabilities HISTORICALLY, a physician...

...to fulfill the Hippocratic oath. Critics argue that managed care organizations, through their arsenal of cost -control mechanisms (eg, gag clauses, guidelines, formularies, profiling, financial incentives), force physicians to consider not...

...extensive expertise in the areas of health care delivery and physician behavior. Each person was mailed a 13-page, 22-item questionnaire for review prior to a telephone interview. The interviews...of a population or group. They are expected to weigh that benefit against the incremental cost of that treatment to the patient and the managed care organization when making decisions. While...

...physician to continue providing services until the incremental benefit is equal to the patient's cost (which is often as low as zero after meeting deductibles), capitated payment provides incentives for...the Joint Commission on Accreditation of Health care Organizations and those of business coalitions. Although sorting out what each of these efforts is seeking to accomplish is a task far beyond...

...the earliest efforts in holding physicians accountable focused on financial performance measures (eg, number and cost of referrals or inpatient admissions). This focus was probably the result of who was seeking...sup.19), and bicycle injury (prevention.sup.20). Although more research is needed on the cost and benefit of various interventions, the potential for reducing health care demand while enhancing population...

...those of other providers (eg, hospitals), payers, and patients themselves, concerted action to provide more cost -effective care is unlikely to be taken. As Medicare, Medicaid, and private payers place

providers...

...these global incentives into individual incentives for physicians to reduce unnecessary demand and provide more **cost** -effective care to those for whom care is necessary. Those interviewed believe this will require...

...financial and nonfinancial incentives that reward physicians on the basis of multiple factors, including productivity, **cost** per visit, patient satisfaction, and selected clinical, quality, and outcome measures. While most efforts...

...of a PHO open to all physicians or available only to those identified as **cost** -effective providers for purposes of broader contracting. The PHO maybe administered with support from a...means that the physicians, other health care practitioners, and executives need to focus on providing **cost** -effective care linked by shared economic incentives to maintain and improve the health of those...

...that actually increase the value of services delivered to patients through improved outcomes and reduced **costs**. All of the leaders interviewed expressed the belief that changes in clinical practice patterns were...

...that is based on evidence because it puts emerging information and knowledge on effectiveness and **cost** into action, something patients must see happening to trust the practice of medicine. This is...

...September 6, 1996). With few exceptions, the impact of changes in care management practices on **costs** and outcomes of care is (unexamined.sup.39). Greater attention has been given to identifying... broader scope of care? How will referral relationships be affected? What are the implications for **cost** , quality, continuity, and outcomes of care? Although there is not extensive analysis of the impact...

...educate providers. However, one person's standardized information is another's bureaucracy, intrusion, burden, and **cost** " (Arnold M. Epstein, MD, oral communication, 1996). Outcomes Management and Reporting Systems The fifth robust...

...clinical information systems. For the investment to be wise, considerable advanced planning is needed to **determine** what kinds of information are needed, for what purposes, at what points in time, and...

...examine the linkage between external reporting accountability requirements and internal incentives for the provision of **cost** -effective ...and trust with purchasers and accreditation bodies. A balanced set of aligned incentives involving productivity, **cost** per unit of service, quality, patient satisfaction, and selected outcomes measures is needed to ...

...patient participation and empowerment, managing the health of populations of patients, providing evidence of more **cost** -effective treatment and outcomes, and developing trust. Finally, development of an outcomes reporting management system...

7/6/K/23 (Item 2 from file: 148)
DIALOG(R)File 148:(c)2003 The Gale Group. All rights reserved.

09137212 SUPPLIER NUMBER: 18862139 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Java app to replace paper forms for more bulk mailers.(Postal Service
on-line application form) (Government Activity) (Brief Article)
Nov 4, 1996
WORD COUNT: 587 LINE COUNT: 00048

... the first of 13 forms is in the final test phase. The application

automatically makes **calculations** about the **cost** and processing of bulk **mail** , once a user fills in the data fields. USPS uses this information to set up the **sorting** routines for a bulk mailing. The software will reduce errors in handling the **mail** , Hamel said.

"We were looking for software that customers could download to their own systems..."

7/6,K/24 (Item 3 from file: 148)
DIALOG(R)File 148:(c)2003 The Gale Group. All rts. reserv.

05476444 SUPPLIER NUMBER: 11124825 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Dialing up the LAN. (Hardware Review) (overview of seven evaluations of access servers) (includes related articles on server architectures, Editor's Choice, benchmark tests, glossary of terms) (evaluation)

Sept 10, 1991

WORD COUNT: 4867 LINE COUNT: 00372

... more than INT14.

FLEXIBLE CHOICES

This review includes access servers with a variety of architectures, **costs** , cabinets, and capabilities. You will see a clear trade-off between **cost** and performance when more than a certain number of users simultaneously call into the access...

...users in your organization need only to use word processing programs and check their electronic **mail** , then the multitasking approach will meet your needs, especially if you do not expect more...

...in at once. Multitasking products may even be able to handle CPU-intensive tasks involving **calculations** or jobs like **sorting** database records, but the separate-CPU approach offers more power for these tasks when many...

7/6,K/25 (Item 4 from file: 148)
DIALOG(R)File 148:(c)2003 The Gale Group. All rts. reserv.

04135944 SUPPLIER NUMBER: 07904742 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TOPS takes lid off new InBoxes. (electronic mail software) (related article on promised global connectivity for InBox Plus 3.0 users) (product announcement)

Nov 21, 1989

WORD COUNT: 582 LINE COUNT: 00044

ABSTRACT: The Sun Microsystems TOPS division rolls out major upgrades of its InBox electronic **mail** system for the Macintosh and IBM PC. The AppleTalk-compatible InBox 3.0 **costs** \$329 per 20-user group. The \$995 InBox Plus 3.0 supports as many as...

...2 users will be able to buy InBox Plus 3.0 for a not-yet- **determined** price. New InBox features include message **sorting** by sender, subject and date; personal address books and distribution lists; multiple enclosures; and storage boxes for organizing and archiving **mail** .

7/6,K/26 (Item 5 from file: 148)
DIALOG(R)File 148:(c)2003 The Gale Group. All rts. reserv.

03929442 SUPPLIER NUMBER: 07755147 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Direct Marketing software guide. (guide for software packages for marketing)

June, 1989

WORD COUNT: 21429 LINE COUNT: 01876

... 24-hour hotline available. Users/Installations: Cross industry;

420. Price: \$35,000 Mailing System: THE **MAILER** 'S CHOICE MODULE Package features: The **Mailer** 's Choice is a comprehensive, flexible software system that presorts and prepares **mail** for all available USPS postal discounts and reduces labor and **mail** preparation **costs** in mailing operations. The MailWare system presorts 1st, 2nd, 3rd and 4th class (bound printed matter) **mail** according to U.S. Postal Service regulations. **Mailer** 's Choice performs simulation runs, prepares the "make-up" of **mail** (packages, trays, sacks and pallets) and processes up to 99 mailing splits in one run...

...summary reports (output for USPS PC3602 and PC3541 reports) ensure compliance with USPS postal bulk **mail** verification and acceptance requirements. The system assists with distribution and truck loading, increasing productivity in mailing operations. The module will also reformat files for ink-jet printing. Options available with **Mailer** 's Choice include palletization, add-a-name and co-mailing/manifesting capabilities. Specs: IBM compatible...

...relational joins. Supports large screen, color, blueprint lockout, hidden and mandatory fields, time and date **calculations**, adjustable field placement/justification and up to 255 characters per field, 255 fields per record...

...Roslyn Hts., NY 11577 (Est. 1980) 516/621-2826 Package features: Program eliminates non-deliverable **mail**, provides audit trail of corrections made. Written in ANSI COBOL 7A and runs on wide...

...and report printing capability for all and selected records. Written in C language. Flash + 4 **Sorting** Program is a general purpose program to sort mailing list records by any of the 14 fields. The program permits up to 10 levels of **sorting** by fields. User can store the **sorting** specification files for repeated use. Flash + 4 Merge/Purge Program works in conjunction with Mailing...

...PC and compatible with MS-DOS and a hard disk. Mailing List Manager requires 60K, **Sorting** Program requires 32.5K and Merge/Purge requires 166K disk space. Training/Service: Manual and phone support available. Price: \$49.99 each for Mailing List Manager and **Sorting** Program; \$75 for Merge/Purge. Mailing System: FLOWMAIL PLUS Flowsoft Custom Programming, 875 Franklin Rd...

...features: city and state entered automatically from ZIP code, sort in any order (including bulk **mail**), print labels 1-4 up, print sack labels, CR encoding, ZIP+4 encoding, print barcodes, global updating, import/export, eliminate dupes, **mail** merge, convert to upper/ lower case, and more. Specs: Program runs on IBM PC or...headquarters. Lifetime maintenance contract free. Vendor/Address: Software available through many software dealers or by **mail** order. Price: LAN, 386 and Mac multiuser version \$595; V2.10 and Mac versions \$395...

...the following modules: word processing, spreadsheet, database management, business graphics, outlining and telecommunications. Optional electronic **mail** function. Also included: 40,000-word thesaurus, spell checker, regional recalculation in spreadsheet, direct export...

7/6,K/27 (Item 1 from file: 160)
DIALOG(R) File 160:(c) 1999 The Gale Group. All rts. reserv.

01758883

Automated sorting spells big money for Electrocom
August 25, 1987

... key \$350 mil US Postal Service contract in 1984 to help automate address reading and **mail** **sorting** operations. As a result of this award, Electrocom's revenues have increase 3X to some...

... the IRS and large money center banks. The equipment produced by Electrocom is needed because **mail** users do not use the ZIP Plus 4 code; the equipment scans several lines of the address, **determines** what the 4-digit additional code should be, and spray paints a bar code on...

... files; letter sorters for banks that sort some 80,000/day letters to save mailing **costs**; and a check detector for the IRS; and a sophisticated radio communications system for police...

7/6,K/28 (Item 2 from file: 160)
DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

00950045

Copier equipment has become a necessary commodity in most retail units, according to a study conducted by Chain Store Age Executive.
September, 1983

The study set out to **determine** the brands of copiers retailers use, what they pay for them annually, and how they...

...checks, freight bills and even sales slips. Selecting an adequate copier system and controlling its **costs** involve important business decisions. The choice should hinge on criteria which include how many copies...

... copier, what kinds of copies will be made, whether or not a need for collating, **sorting**, binding or reduction exists, and how many copies will be **mailed**. The final decision rests on return on investment, which is derived from the time saved...

7/6,K/29 (Item 3 from file: 160)
DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

00641169

The 9-digit Zip code will minimize future postal rate hikes, noted ET Dewey at a meeting of the Hundred Million Club.
April, 1981

Automation that permits **sorting** the **mail** into small segments for delivery is the key to the **cost** savings. The current 5-digit Zip already breaks the **mail** into geographic areas; the first two new digits will identify blocks, groups or streets or...

...Processing Co, said the rate incentive plans associated with the 9-digit Zip system would **determine** the system's success or failure among business mailers; he urged volume mailers to approach...

... firm has been willing to make the equipment required. He forecast that the change would **cost** the US mailing public \$1 bil, and decried the lack of information, communication and direction...

7/6,K/30 (Item 4 from file: 160)
DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

00633400

New US postal rates may bring magazine ad rate hikes in summer 1981.
April, 1981

... The US Postal Rate Commission (PRC) also recommended a 1% increase for all second class **mail**. Thus, publishers with controlled circulation magazines who convert to second class will have postage **cost** hikes of 10-20%. Consequently, ad rates may rise in many such publications by mid...

... rise 5% to offset the postal rate hikes. The American Business Press (ABP) estimates postal **costs** as 5-6% of the average business publication's total **costs**. However, controlled circulation publications may face postal **cost** increases of up to 30%, depending on such factors as subscriber demographics that **determine** zoning patterns. This economic fact may signal the return to paid circulation. To qualify for...

...to convert. If the 50% rule is still not in force, the magazine must be **mailed** at the more expensive third class rates. Magazines will have to use more effective **cost** cutting measures, and these factors may inhibit start-up of new publications. Three discounts to...

... five-digit Zip codes (1.6 cents/copy), multiple points of entry and carrier route **sorting**. However, according to Miller Freeman assistant circulation director T Cooper, the only discount that's...

... noted that magazines must be very large to take advantage of multipoint entry, because trucking **costs** are so high. Third class postage rates affecting direct **mail** and publishers are still undecided. The Board of Governors rejected the PRC proposal to divide third class **mail** into two categories by weight. Originally the board proposed a 25% increase for third class **mail** under 2 oz. For **mail** weighing more than 2 oz, the recommendation was 26 cents/lb, plus 7.1 cents...

7/6, K/31 (Item 1 from file: 275)
DIALOG(R)File 275:(c) 2003 The Gale Group. All rts. reserv.

01371822 SUPPLIER NUMBER: 09415245 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Telecommuting applications: United States Postal Service pilots remote coding system.

Sept 1, 1990

WORD COUNT: 1184 LINE COUNT: 00085

TEXT:

...you ever notice that series of short vertical lines running below the address on your **mail**, looking like a very short picket fence? Those lines are a machine-readable bar code used to sort and direct **mail** within the post office, lessen the need for manual **sorting**, and help get the **mail** to its destination faster. The Postal Service recently announced a program for testing new equipment and a new contracting arrangement to have these bar codes printed on certain types of **mail**. The program has drawn sharp criticism from the American Postal Workers Union because it appears

...

...Bar Code Entry System (RBCS) is an interim step on the way to totally automated **sorting** of the **mail**. "We expect to achieve that goal by 1995, while today we only process 5 1 % of the **mail** through automation." The bar codes on this 5 1 % are applied either at the source...

...postage if they apply the bar codes, and by Postal Service equipment that scans other **mail** to read the Zip code and then uses high-speed ink jet printers to print...

...bar code. "Even by 1995," Eberhardt continued, "we expect to have only 80% of the **mail** bar coded automatically, divided about evenly between bar codes printed by the mailers and those we print at the post offices. That leaves 20% of the **mail** where the Zip codes are either poorly printed or handwritten and thus can't be...

...coming months. Here's how the systems work: once the equipment in the Post Office **determines** that a letter does not carry a bar code, and can't scan the Zip...

...claim, or is it simply a logical step taken by management squeezed between high labor **costs** and increasing service demands? We don't need too fancy a **calculator** to see that if the Postal Service expects to save \$4.3 billion even after...job-shifting to remote locations as a way to make

a big dent in labor **costs** . Manufacturing in many U.S. industries has been exported to find cheaper labor, and the...

7/6,K/32 (Item 2 from file: 275)
DIALOG(R)File 275:(c) 2003 The Gale Group. All rts. reserv.

1988

01221728 SUPPLIER NUMBER: 06862693
Sorting the mail. (Prism Data Services' Delivery Mode Code mail sorting system) (column)
April 28, 1988

ABSTRACT: The Delivery Mode Code (DMC), a **mail sorting** and documentation computer system from Prism Data Services, offers very good benefits at a low **cost** . Canada Post offers mailing rate reductions for firms sending over 5,000 letters a month...

...sequence; summarizing the mailing charges; creating all documentation required by Canada Post and the physical **mail** preparation facility including the Post Office Statement of Mailing, **Mail** Handling Detail Reports, Bundle Labels, and Bag and Tray tags; and **calculating** the postage based on the results of sorting . The system is best for organizations spending more than \$5,000 a month on mailing, since it will pay for itself in about 18 months. DMC **costs** from \$10,000 to \$20,000 depending on the computer.

7/6,K/33 (Item 3 from file: 275)
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01147561 SUPPLIER NUMBER: 00649976
Enhancements Speed 'Datastore:LAN' DBMS; Pricing Restructured.
Oct. 8, 1985

...ABSTRACT: database manager, Datastore:LAN which runs on twenty-five different networks. Enhancements include: on-screen **calculations** ; multifield **sorting** ; look-up capabilities; and a keystroke-capture function. Changes in price structures allow modularization of the system. Datastore:LAN now **costs** \$1,195 for a starter kit and \$495 for each expansion module. The company's electronic **mail** system, LAN: **Mail** Monitor, **costs** \$995 and \$495 for each ten-station expansion kit.

7/6,K/34 (Item 4 from file: 275)
DIALOG(R)File 275:(c) 2003 The Gale Group. All rts. reserv.

01126336 SUPPLIER NUMBER: 00654910
Volkswriter 3 Gets Upgrade.
Dec. 9, 1985

...ABSTRACT: Software Inc., plans for the company's new word processing program, Volkswriter 3, to have **calculating** and spelling checking capabilities without cluttering the user interface. The Volkswriter 3 features a four-function **calculator** and spelling checker, as well as the capabilities for **sorting** , **mail** -merging, reformatting, and hyphenating. The Volkswriter 3 **costs** \$295.

7/6,K/35 (Item 5 from file: 275)
DIALOG(R)File 275:(c) 2003 The Gale Group. All rts. reserv.

01042558 SUPPLIER NUMBER: 00622818
Mailroom Equipment: Increasingly Efficient and Productive.
Nov., 1984

ABSTRACT: Increasing quantities of **mail** being sent by business and

higher postage and shipping costs are major reasons why manufacturers are accelerating production of mail preparation equipment. New products being developed must be productive and efficient to handle volumes of mail and help maintain cash flow. Among new products introduced recently are improved electronic postage meters...

...electronic embossers, collators, and copiers. An electronic scale from Pelouze (Evanston, IL) has instant rate calculation ability. Bell & Howell (Chicago, IL) offers a high-volume inserting system. Omation developed a heavy-duty mail opener (Mountain View, CA) and IMS-Hasler (Shelton, CT) introduced a new electronic mail handling system. These products and a mailing-shipping scale, custom-programmed scale, conveyor system, a...

...entitle mailers to substantial discounts. The Service awarded a contract for production of computerized letter sorting machines.

7/6,K/36 (Item 1 from file: 20)
DIALOG(R)File 20:(c) 2003 The Dialog Corp. All rts. reserv.

02831143

Andrew Seybold's Definitive Three-Part Mid-Year Report on Wireless Data Industry Now Available as a Single Document

September 16, 1998

WORD COUNT: 473

... three parts of his report examine all aspects of wireless data and analyze them from cost and customer advocate perspectives, as well as project the potential and likely avenues of growth...

... ARDIS; and CDPD. Seybold has developed pricing models that assist current and potential users in determining the most economical solution for their respective applications. Part Two covers circuit switched wireless data...

... also touches on Third Generation systems, the as-yet amorphous technologies whose proponents are busily sorting out standards. Andrew Seybold's Outlook is a monthly perspective of issues affecting the mobile ...

... 2460, Boulder Creek CA 95006-2460; tel 831 338 7701; fax 831 338 7806; e-mail , rjohnson@outlook.com; or visit the Web site: www.outlook.com. CONTACT: Ruth Johnson, 408...

7/6,K/37 (Item 1 from file: 636)
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03975899 Supplier Number: 53010989 (USE FORMAT 7 FOR FULLTEXT)

PRODUCT NEWS

Sept 10, 1998

Word Count: 494

... they use the Lockbox Front End, say officials at Durham, N.C.-based Bell & Howell Mail Processing Systems. The Lockbox Front End can sort 36,000 envelopes an hour, yet is much smaller than similar sorting systems. Its small footprint can benefit lockbox operations, which typically are located in densely populated areas where floor space is costly . Special software allows remittance processors to use vanity addresses, which, like post office boxes, reduce...

...likelihood of payments getting diverted to the wrong customer. An optional Remittance Expediter Module can determine if a piece of mail is a normal remittance with check and payment stub or an exception item. Bell & Howell declined to provide price information. In other news, Bell &

Howell began offering **sorting** consulting services. Its consultants can help implement **cost** saving procedures encouraged by the postal service. (Eric Dunlap, Bell & Howell MPS, 919/941-1294...)

7/6,K/38 (Item 2 from file: 636)
DIALOG(R)File 636:(c) 2003 The Gale Group. All rts. reserv.

03898262 Supplier Number: 50064344 (USE FORMAT 7 FOR FULLTEXT)
-MICROSOFT: Microsoft and VARBusiness announce "Best Solutions for Small Business" contest winners
June 9, 1998
Word Count: 1245

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...package that tracks bankruptcy and collection cases, allows electronic court filing, schedules dockets, receives and **calculates** payments and payoffs with or without interest, and schedules the attorneys' time. Its installation for...

...can verify times, addresses and other details, thus increasing their productivity and reducing the total **cost** of operation. Best Customer Management Solution The Best Customer Management Solution award recognizes the company...

...include access to timely and reliable data to support decision-making, and collecting relevant data, **sorting** and staging it for future use, and making it available for users to extract, manipulate...

...staff members' productivity because they could collaborate electronically though shared scheduling, journals and internal e- **mail** . The studio was able to handle a significant increase in the number of senior portrait...

...architectural infrastructure for an organization, with an emphasis on increasing productivity and flexibility while reducing **costs** . This award went to Top Dog Technologies of Chattanooga, Tenn. Top Dog was able to...

...to GO Software Inc. of Savannah, Ga. GO Software was able to help VBXtras, a **mail** -order software reseller, create an easy-to-use and efficient electronic commerce solution to expand...

7/6,K/39 (Item 3 from file: 636)
DIALOG(R)File 636:(c) 2003 The Gale Group. All rts. reserv.

03451136 Supplier Number: 47110628 (USE FORMAT 7 FOR FULLTEXT)
PROFESSIONAL SERVICES AND MANAGEMENT SUPPORT
Feb 10, 1997
Word Count: 1392

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...The work includes inputting data of Fishing Trip Reports (FVTR), receiving, opening and date stamping **mail** ; reviewing and **sorting** reports; mailing out log books and participating in mass mailing of reports. All reports will...

...looking for a contractor to provide financial advisory services. The contractor will be required to **determine** and to report the following for the award and settlement of grants and contract: 1...

...proposed by prospective or current grantees and contractors; 4) the necessity and reasonableness of proposed **costs** in grant applications and contract proposals. This has been set-aside for small business, and...

...downloading a file from SAMSHA Bulletin Board System at 1/800/424-2294 or my **mail** to: Attention Mary Ann Dea, Contract Specialist, Division of Contracts Management, OPS, Substance Abuse and...

...is mid-March 1997. Requests may be by email: Rose M. Czubakoski@hud.gov or **mail** to: US Department of HUD, New York ASC, Chicago Contracting Branch, (5AAC), 77 West Jackson...

...Requests must be in writing and may be faxed to 410/278-0900/0901 or **mail** to US Army Garrison, Aberdeen Proving Ground, Directorate of Contracting (STEEP-PR-CS/Bid Clerk...

...of NASA Management/Executive/Development Programs. The work includes: design, development and conduction research to **determine** NASA specific human resources and organization development requirements; conduct organization and human resources development activities...

...This has been set-aside 100% for small business. A due date has not been **determined** as yet but they anticipate a mid March 1977 date. Contact William Clement 202/358...

7/6,K/40 (Item 1 from file: 2)
DIALOG(R)File 2:(c) 2003 Institution of Electrical Engineers. All rts.
reserv.

02816470 INSPEC Abstract Number: B87014199
Title: The design of linear and quasi-linear CCD detectors and detector arrays to meet system performance requirements
Publication Date: 1986

...Abstract: expanded greatly in the 1980s. Applications have ranged from airborne reconnaissance, to facsimile, to automated **mail** -sack **sorting**. Early device performance was primarily set by what it was possible to fabricate, and systems...

... available. Subsequent detectors have been progressively more influenced by system-dominated performance requirements, which have **determined** many imager chip functional parameters, such as; pixel size, pixel number, number of TDI integrations...

... to establish specifications for detector/array designs. Since unique system-specific device configurations are not **cost** -effective, general classes of systems may be established which bound the needs for a finite...

7/6,K/41 (Item 2 from file: 2)
DIALOG(R)File 2:(c) 2003 Institution of Electrical Engineers. All rts.
reserv.

00397023 INSPEC Abstract Number: C72013728
Title: Development and application of a multi-period linear programming model for postal sorting systems
Publication Date: Spring 1972

Abstract: A letter **sorting** system is described by a three time period network model explicitly accounting for volume of letters sorted, total **sorting costs**, and desired service times. The model minimizes total daily **sorting costs**, and **determines** the number and mixture of **sorting** equipments and the routing of **mail** pieces throughout the **sorting** system which correspond to this minimization. It has been applied to study the need for...

... and other principal equipments constrained to integer values and over a range of conditions for **mail** volume and OCR performance and **cost**.

1971

7/6,K/42 (Item 3 from file: 2)

DIALOG(R)File 2:(c) 2003 Institution of Electrical Engineers. All rts.
reserv.

00335556 INSPEC Abstract Number: C72001088

Title: Letter mail sorting: an examination of cost and service

Publication Date: 1971

Abstract: Abstract only given. The major variable **cost** in the US Postal Service is **sorting** letter **mail**. In recognition of this problem, the Postal Service has inaugurated a major research program to...

... study develops a generalized set of procedures for evaluating alternative mechanisation. Methods are developed for **determining** current **costs** and the effect of the level of service is examined. The procedures also include a...

... from mechanisation, given service constraints and hourly and daily volume fluctuations of different types of **mail**. Code sort systems, a prime mechanisation candidate, is evaluated using this methodology.

?